

Message Text

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ACTION EB-08

INFO OCT-01 AF-10 ISO-00 XMB-02 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 TRSE-00
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P 011417Z AUG 78
FM AMEMBASSY ADDIS ABABA
TO SECSTATE WASHDC PRIORITY 9248

C O N F I D E N T I A L ADDIS ABABA 3369

E.O. 11652: GDS
TAGS: EAIR, PFOR, ET
SUBJECT: ETHIOPIAN AIRLINES/EXIM BANK; BOEING JET TRANSACTION

REF: ADDIS ABABA 3270 AND PREVIOUS

1. BOEING OFFICIALS IN ADDIS ABABA TO COMPLETE
NEGOTIATIONS ON SALE OF 727'S TO ETHIOPIAN AIRLINES
(EAL) MET AUGUST 1 WITH AMBASSADOR AND EMBOFF TO
DISCUSS CURRENT STATUS NEGOTIATIONS. OFFICIALS
ARE OPTIMISTIC THAT SALES AGREEMENT WILL BE SIGNED
BY AUGUST 4 TARGET DATE FOR TOTAL PACKAGE OF US
\$40.1 MILLION. FINANCING ARRANGEMENTS ARE STILL
PENDING.

2. IN DISCUSSING JULY 11 MEETING IN WASHINGTON WITH
EAL AND EXIM OFFICIALS, BOEING REPRESENTATIVES STATED
THAT ALTHOUGH EXIM EXPRESSED CONSIDERABLE INTEREST IN
FINANCING SALE TO EAL, THREE ISSUES RAISED WHICH, UNLESS
RESOLVED, COULD INFLUENCE A NEGATIVE DECISION. THESE
WERE HUMAN RIGHTS, THE PAYMENT TO EXIM OF OVERDUE
OBLIGATIONS BY ADMAS, AND COMPENSATION CLAIMS.

3. BOEING REPS CLAIMED THAT SINCE RETURNING TO
ETHIOPIA, EAL HAS INFLUENCED THE NATIONAL BANK OF
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ETHIOPIA (NBE) TO RELEASE FOREIGN EXCHANGE OF SOME
US \$150,000 TO PAY A "PACKAGE" OF OBLIGATIONS, IN-
CLUDING THE OVERDUE OBLIGATIONS OF ADMAS. THEY WERE
NOT SURE EXACTLY WHAT OTHER OBLIGATIONS WERE INVOLVED.
(EMBOFF PREVIOUSLY WAS INFORMED BY EAL OFFICIAL THAT
THE NBE BRANCH IN ASMARA HAD APPROVED FX COVERAGE
FOR US \$34,800 OWED BY TENDAHO TO EXIM), AND THAT

APPROVAL OF THE REQUEST BY ADMAS FOR US \$5,200 WAS
EXPECTED VERY SOON.)

4. AMBASSADOR EXPECTS TO MEET WITH MAJOR DAWIT,
PERMANENT SECRETARY MINISTRY OF FOREIGN AFFAIRS LATER
THIS WEEK, AND WITH EAL GEN. MGR. BRIG. GEN TAFESSE
ON AUGUST 7. AUTHORIZATION IS REQUESTED FOR AMBASSADOR
TO DISCUSS DURING THESE MEETINGS POSSIBLE PACKAGE
SETTLEMENT OF COMPENSATION CLAIMS INVOLVING EAL.

5. PLEASE ADVISE ASAP RE AUTHORIZATION REQUEST
AND ALSO EXIM VIEW OF BEOING REPS' VERSION OF
JULY 11 MEETING.
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